



Trae Zipperer
 REALTOR®
 Harvard MBA
 Cell: (239) 671-3474
 tzipperer@comcast.net



**HARVARD UNIVERSITY GRADUATE SCHOOL
 OF BUSINESS ADMINISTRATION**

BOSTON, MA

Received Master in Business Administration degree with emphasis on entrepreneurship, June 5, 1997. Organized 160 member Harvard Business School Softball League. Member Small Business and Entrepreneurship Club. Member Finance Club. Member Southeastern Club.

UNIVERSITY OF CENTRAL FLORIDA

ORLANDO, FL

Awarded Bachelor of Science degree, *magna cum laude*, in Business Administration with emphasis on finance. Awarded Dean's List all semesters, Beta Gamma Sigma, and Phi Kappa Phi.

**RE/MAX of the Islands
 Real Estate Salesperson.**

FORT MYERS, SANIBEL, CAPTIVA, CAPE CORAL, FL

- Ranked #1 individual RE/MAX agent in Lee County, FL 2006.
- Ranked #5 individual RE/MAX agent in the State of Florida 2006.
- Ranked #55 individual RE/MAX agent in the United States 2006.
- Ranked #106 individual RE/MAX agent in the world 2006.
- Focus exclusively on prime direct gulf-access single-family waterfront properties: gulf, river, bay, basin, and canal.
- Became the Waterfront Authority by researching and retaining every waterfront property detail.
- Became the dominant waterfront agent by keeping my thumb on the waterfront pulse.
- Maintain a proprietary database containing sales histories and important details of waterfront properties.
- Provide the most comprehensive professional marketing campaign for my listing clients including signage, feature sheets, multiple MLS entries, WaterfrontAuthority.com, direct mail, cable television, newspaper ads, magazine ads, enhanced internet listings, search engine optimization, pay-per-click search engine ads, professional photography, virtual tours, aerial photography, Talking House radio transmitters, and boat show booth space.
- Exceed the expectations of my waterfront buyers and sellers with my professional competency, attention to detail, sincere concern for the customer, negotiating skills, exceptionally strong work ethic, and high sense-of-urgency.
- Maintain my waterfront listing inventory by actively prospecting via internet, direct mail, phone and door-to-door.
- Educate and inform waterfront property owners via direct mail, target advertising, email, and internet.
- Out-perform peers by following up on every lead as if my children's security depended on my success.
- Track my real estate sales activities every day with emphasis on perfecting sales skills fundamentals.
- Selected as a speaker for the 2004 and 2005 RE/MAX International Conventions (standing room only).
- Selected as a speaker for the 2005 National Association of REALTORS® Convention.
- Selected as a speaker for the 2006 "Top Guns" sales training conference by the local REALTOR® Association.

THE SERVICEMASTER COMPANY

DOWNERS GROVE, IL

General Manager. Tasked with turning around the least profitable service center among ninety-six service centers nationwide. Improved the service center's ranking to thirty-third within sixteen months.

Regional Sales and Marketing Manager. Implemented invoice level sales management at thirteen plumbing and HVAC service centers in seven states with total revenues in excess of \$68.0m.

Area Manager. Profit and loss accountability for three service centers with total revenue exceeding \$21m.

Associate, ServiceMaster Ventures. Qualified investments for a \$25 million corporate venture capital fund and advised senior management regarding strategic acquisitions.

UNITED STATES NAVY, USS NIMITZ

BREMERTON, WA

Cryptologic Communications Technician. Provided special intelligence communication support for battle group/air wing commanders aboard the largest warship in the world. Designed process for transmitting time-sensitive message traffic reducing transmission time by 90% and increasing accuracy to 100%.

Enjoy entrepreneurship, sales, marketing, family, boating, fishing, golf, NASCAR, gardening, and history.

- A passion for SW Florida waterfront lifestyle.
- Live and play on the water in Fort Myers.
- 22' 2006 Shearwater bay boat on a lift in my back-yard for showing property to waterfront buyers.